



**U. S. DEPARTMENT OF VETERANS AFFAIRS**  
**Regional Office, Fort Snelling**  
**1 Federal Drive**  
**St. Paul, MN 55111-4050**

February 14, 2001

REGIONAL LOAN CENTER MEMORANDUM No. 01-02

TO: ALL LENDERS

SUBJ: 2001 VA TRAINING BROADCASTS FOR LENDERS AND REAL ESTATE SALES PERSONNEL

VA Loan Guaranty Service has scheduled five interactive televised training broadcasts for employees of **lenders** during 2001, and one broadcast for **real estate sales personnel**. These free broadcasts may be viewed at any VA Regional Office or Regional Loan Center. Since these seminars are interactive, all attendees will have the opportunity to ask questions.

**STUDENT MATERIALS**

Student handout materials for each broadcast will be available for download from Loan Guaranty's web page one week before each broadcast. Students who plan to attend a broadcast should download these materials and bring them to the broadcast, as they will not be distributed at the broadcast site. The web address is <http://homeloans.va.gov/train.htm>.

**SCHEDULE AND CONTENT OF BROADCASTS**

**March 7, 2001 (11:00 a.m. to 1:00 p.m. Central Time)**  
**Refinancing VA Home Loans Easily and Correctly**

This broadcast will be of interest to all lender employees involved in VA refinancing home loans. Types of refinances will be explained, and VA procedures and requirements will be discussed. Subject areas will include:

- Interest Rate Reduction Refinancing Loans (IRRRLs)
- Cash-Out Refinancing Loans

**April 4, 2001 (11:00 a.m. to 1:00 p.m. Central Time)**  
**What Real Estate Sales Professionals Should Know About VA Home Loans**

Attend this broadcast and find out how to increase your income while providing a valuable service to your clients by taking advantage of VA's home loan program. Participants will receive information on:

- Advantages of the VA home loan program for Veteran homebuyers
- How to offer the program to clients
- Clarification of many myths that surround VA home loans

**May 2, 2001 (11:00 a.m. to 1:00 p.m. Central Time)**  
**What's New In The VA Lender Appraisal Processing Program (LAPP)**

This broadcast will be of interest to all LAPP Staff Appraisal Reviewers (SAR's) and others involved in the process of appraising for VA home loans. (It will not substitute for the required LAPP certification training.) Subject areas will include:

- Administrative Issues
- Property Eligibility
- Appraisal Underwriting
- Reconsiderations of Value
- Waivers
- Oversight
- Most Common Deficiencies

**June 6, 2001 (11:00 a.m. to 1:00 p.m. Central Time)**  
**Originating VA Home Loans**

This broadcast will be for mortgage brokers, loan originators, and loan officers who are involved in the origination of VA home loans. Topics will include the following:

- Lender/Broker Relationship
- Veteran's Eligibility
- The Loan Application Process
- Appraisals, and
- Underwriting Issues (such as income and credit)

**August 8, 2001 (11:00 a.m. to 1:00 p.m. Central Time)**  
**VA Home Loans for Underwriters**

This broadcast is intended for those who underwrite VA home loans for mortgage companies, banks, etc. The program will review the VA Credit Standards and underwriting requirements for VA home loans. Topics will include:

- What's New
- Loan Types
- Automated Underwriting
- Underwriting Issues
- Frequently Asked Questions

**September 12, 2001 (11:00 a.m. to 1:00 p.m. Central Time)**  
**Closing and Shipping VA Home Loans**

This broadcast will provide information on how to close a VA guaranteed loan and ensure prompt issuance by VA of the Loan Guaranty Certificate. Attend this session and get accurate Loan Guaranty Certificates - fast!

The presentation will include (but is not limited to) the following:

- Closing documents required and how to complete them
- Allowable and unallowable fees
- Calculation and submission of the VA Funding Fee
- Requesting the Loan Guaranty Certificate under VA's simple "Modified Guaranty Submission Procedure"

## **RESERVATION INSTRUCTIONS**

We will begin accepting reservations by telephone and e-mail at 8:00 a.m. Central Time two weeks prior to each broadcast. The number to call is **(612) 970-5549** and the e-mail address is **RLCTT@vba.va.gov**. When you call or e-mail, please identify yourself, the name of your employer, your telephone number including area code, how many participants you want to reserve space for, and at which regional office. The St. Paul Regional Loan Center will take reservations for the following Regional Offices:

St. Paul Regional Office  
One Federal Drive, Ft. Snelling  
Room 136  
St. Paul, MN 55111-4050

Des Moines Regional Office  
210 Walnut Street  
Room 1023  
Des Moines, IA 50309-9825

Fargo Regional Office  
2101 Elm Street  
Room 106  
Fargo, ND 58102-2417

Sioux Falls Regional Office  
2501 West 22nd Street  
Room 107  
Sioux Falls, SD 57117-5046

Milwaukee Regional Office  
5000 W. National, Bldg. 6  
Room D205  
Milwaukee, WI 53295-0006

Chicago Regional Office  
536 S. Clark Street  
Room 480  
Chicago, IL 60605-1523

Lincoln Regional Office  
5631 S. 48th Street  
Room 144  
Lincoln, NE 68516-4198

St. Louis Regional Office  
400 South 18th Street  
Training Rooms C & D, 4<sup>th</sup> Floor  
St. Louis, MO 63103-2676

Wichita Medical Center & Regional Office  
5500 East Kellogg  
Director's Conference Room  
Wichita, KS 67218

We will do our best to reserve space for the number and location you request, but don't delay because we expect the available space to fill up fast.

Since the broadcasts will run during the lunch hour, you may want to bring along a bag lunch. Also, please be aware you will be responsible for parking expenses if applicable to your location.

If you are unable to attend any session, video tapes of all broadcasts may be purchased for \$34.95 each from Multi Video Services by calling (800) 800-DUBS (3827).

/S/D. F. MUNRO  
D. F. MUNRO  
Loan Guaranty Officer